

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ARA-10 EUR-12 EA-09 NEA-10 ISO-00 COME-00

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R 041724Z SEP 75
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 2782
INFO AMEMBASSY ABIDJAN
AMEMBASSY ANKARA
AMEMBASSY CANBERRA
AMCONSUL ISTANBUL
AMEMBASSY LONDON
AMEMBASSY SEOUL
AMEMBASSY STOCKHOLM
AMEMBASSY TAIPEI
AMEMBASSY TEHRAN
AMEMBASSY TOKYO
AMEMBASSY BONN
AMCONSUL RIO DE JANEIRO

UNCLAS PARIS 22719

E.O. LL652: N/A
TAGS: BGEN, BFOL
SUBJ: DIRECT COMMUNICATIONS BETWEEN FOREIGN SERVICE
POSTS AND COMMERCE DEPARTMENT DISTRICT OFFICES

REF: STATE 202051

L. FOLLOWING ARE JOINT VIEWS OF COMMERCIAL COUNSELOR
AND PTC DIRECTOR ON QUESTION POSED REFTEL.
2. WE BELIEVE PRIMARY CONSIDERATIONS IN ALL COMMUNICA-
TIONS AND COMMERCE BUSINESS SHOULD BE SPEED AND SIM-
PLICITY. IDEALLY SUCH COMMUNICATIONS SHOULD BE DIRECT
BETWEEN ACTION OFFICERS AT EACH END, WITH INFO DISTRIBU-
TION TO INTERMEDIATE ECHELONS AS DICTATED BY SUBJECT
MATTER. (WE ARE INCLINED TO FEEL, FOR EXAMPLE, THAT
CMM IN OIM SHOULD BE ON AT LEAST INFO DISTRIBUTION FOR
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ALL SUBSTANTIVE TRADE CORRESPONDENCE AND TRADE CENTER

BUSINESS, ALL MESSAGES IN "B" TAGS SERIES AND ALL CERP INDUSTRY REPORTS.) IF ACTION IS CLEARLY AT DO LEVEL WE WOULD LIKE TO BE ABLE TO SLUG MESSAGES FOR DIRECT ELECTRICAL TRANSMISSION (AND ON RARE OCCASIONS TELEPHONE) TO DO UNLESS ACTION BY DO WOULD REQUIRE SUCH HEAVY RESOURCE INPUT AS TO REQUIRE MONITORING BY OFO. BY SAME TOKEN WE WOULD WELCOME DIRECT INCOMING ACTION MESSAGES FROM DO'S NOT REQUIRING HEAVY POST RESOURCE ALLOCATIONS.

3. TYPICAL BUSINESS JUSTIFYING DIRECT LINKAGE MIGHT INCLUDE TRAFFIC TO OR ABOUT TRADE SHOW EXHIBITORS RECRUITED BY DO'S, OPERATIONAL MESSAGES RE MOVEMENT OF BUSINESS VISITORS TO OR FROM DISTRICT, URGENT REQUESTS FOR CLARIFICATION OF TRADE LETTERS OR TRADE DISPUTE CORRESPONDENCE, OR HOT TRADE LEADS CLEARLY OF INTEREST ONLY TO FIRMS IN SINGLE DISTRICT. WE WOULD ALSO LIKE TO PASS CERTAIN TRADE CENTER BROCHURES AND INFORMATIONAL MATERIAL DIRECT TO DO'S. IF WE THINK EARLY DIALOGUE BETWEEN DO AND LOCAL FIRM ON ANY MATTER IS URGENT WE WOULD LIKE TO ALERT DO DIRECT, BUT WE DO NOT RPT NOT WISH TO IMPOSE ON DO BURDEN OF CONVEYING ORAL RESPONSE TO WRITTEN TRADE INQUIRIES UNLESS THERE IS URGENT NEED FOR SUCH DIALOGUE.

4. THESE DIRECT COMMUNICATIONS BETWEEN NERVE ENDS OF USDOC SYSTEM WOULD NOT ONLY PROMOTE SPEED AND SIMPLICITY BUT ALSO ENGENDER REALIZATION THAT BOTH ENDS ARE ENGAGED IN SAME ENTERPRISE AND ARE MUTUALLY DEPENDENT. MORE IMPORTANTLY IT MIGHT HELP BRING HOME TO AMERICAN FIRMS THAT BEST WAY TO GET FAST ACTION ON ANY FOREIGN TRADE PROBLEM IS TO START WITH DO.

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